

# Corporate Core Strategy

We provide for Corporate clients only the best tailor made solutions to optimize specific financial needs and we may also advise you how to use them

# Our Values



**Our Values**  
Our Services  
Our Strengths  
Funding Solutions

[firstbostoncapital.co.uk](http://firstbostoncapital.co.uk)

# Indipendence Experience Vision

## Our Corporate Strategy

Our expertise in financial modelling gives us access to the best funding strategies SME's need in order to manage risk-adjusted credit facilities over performance and capital preservation. We are particularly focused on offering our services to corporate clients in order to let them gain access to all relevant and diversified Financial products.



# Our Services



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# Corporate Finance Activity

01

Debt Advisory  
for Corporate Clients  
and Private Equity firms

02

Advisory  
to Private Markets Firms  
for Fundraising

Our Services

# Debt Advisory Activities





# Debt Advisory Activities

Debt advisory involves providing expert guidance to businesses, organizations, or individuals on structuring, raising, and managing debt efficiently. Debt advisors assist clients in evaluating their financing needs, negotiating terms with lenders, and optimizing their capital structure to achieve financial stability and growth.

## Distressed Debt & Insolvency Advisory

- Supporting companies facing financial distress
- Advising on insolvency options (administration, liquidation, turnaround strategies)
- Engaging with stakeholders to achieve debt settlements

## Lender Negotiations & Covenant Management

- Advising on loan covenants and compliance
  - requirements Renegotiating terms to enhance financial
  - flexibility
- Managing relationships with creditors and financial institutions

## Debt Raising & Financing Solutions

- Identifying suitable funding sources (banks, private lenders, capital markets)
- Assisting with loan applications and documentation
- Structuring debt instruments (bonds, loans, mezzanine finance)
- Project finance
- LBO's and MBO'S

## Financial & Credit Risk Analysis

- Evaluating creditworthiness and debt servicing capacity
- Analyzing financial statements and cash flow projections
- Recommending risk mitigation strategies

## Debt Structuring & Restructuring

- Assessing existing debt obligations
- Recommending refinancing or restructuring strategies
- Negotiating with creditors to improve terms

# Our Strenghts





## 1 - Independence in investment selection

A careful analysis and scouting activity allows us to provide a higher quality service in the Financial Management area, ensuring independence in choosing the optimal funding strategy. On the other hand, Fist Boston not only deals with privileged counterparts but also identifies the best intermediaries to achieve top cost-effectiveness.

## 2 - Team Expertise

Project founders have contributed over the last decade to the advice of several European investment Products and Corporate Finance transactions thanks to their knowledge of the Corporate market and its main players. We have a strong commitment to Energy transition thanks to a solid Industrial backbone.

## 3 - Experience and a well-established clientele

Our team has assisted its clients for more than a decade. Our mission is to play as a group of independent professionals providing cutting-edge financial management services.

## 4 - Collaborating with new professionals

Our commercial model may especially fit SME's, professionals and companies which already cooperate with banks and other lenders. The quality of our investment products and the independence we preserved over the years represent highly competitive assets in this context.

## 5 - Innovation and tailor made

We offer innovative services for SME's and financial advisers through a team of experienced professionals scouting for the best active financial management solutions for European Corporate Clients, an offering tailored to Corporate clients' needs - primarily focusing on optimizing financial needs through competence and on constant review of Financial models – represent our distinctive features.

# Funding Solutions



# Funding Solutions for Businesses:

We are dedicated to supporting local businesses in accessing funding solutions that meet their specific needs, by offering consultancy and assistance to navigate the various available opportunities.

## Main Funding Opportunities

### Calls and Incentives

Up-to-date information on regional, national, and European funding calls.  
Support in preparing documentation and submitting applications.

### Bank Credit

Agreements with credit institutions to facilitate access to finance for member companies.  
Consultancy for assessing creditworthiness and finding the best financing conditions.

### Subsidised Loans

Information on subsidised loans for innovation, research and development, sustainability, and other strategic sectors.

### Guarantee Instruments

Information on tools that facilitate access to credit, such as guarantee consortia.

## Services

Personalised consultancy to identify the most suitable funding solutions for the company's needs.  
Support in preparing documentation and submitting applications.

Up-to-date information on calls, incentives, and funding opportunities.  
Organisation of meetings and informational seminars.





# Optimisation of Net Financial Position (NFP) and Liquidity: Tailored Funding Solutions for Businesses

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## Common Issues

The need to improve the Net Financial Position (NFP) and increase liquidity. Management of receivables and optimisation of working capital.  
The need to finance industrial production and the establishment of strategic inventories.  
Volatility in the costs of raw materials and components.

## Proposed Solutions

### Non recourse Financing not notification of credit sale

Financing instruments that do not require notification to the counterparty of the assignment of the contract. Maximum confidentiality and the preservation of commercial relationships.

### Inventory Financing

Credit lines dedicated to financing raw materials and components inventories. The possibility to lock in costs and ensure continuity of production.

### Working Capital Optimisation

Solutions for efficient management of receivables and payables. Instruments to accelerate the collection of receivables and extend payment terms.



# Optimisation of Net Financial Position (NFP) and Liquidity: Tailored Funding Solutions for Businesses

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## Benefits for Businesses

Improved bank rating and greater access to credit. Increased financial capacity to secure new contracts and orders. Greater liquidity to invest in production and development.  
Reduced risk associated with the volatility of raw material costs.

## Services Offered

Personalised consultancy to identify the most suitable funding solutions. Support in preparing documentation and submitting applications. Assistance in managing relationships with credit institutions.

## Additional Notes

Emphasise the importance of confidentiality and not-notification to the counterparty.  
Highlight the tangible benefits for businesses in terms of credit rating, access to funding, and growth potential. Include any testimonials from businesses that have benefited from these solutions.



mail / [firstbos@firstbostoncapital.co.uk](mailto:firstbos@firstbostoncapital.co.uk)

website / [firstbostoncapital.co.uk](http://firstbostoncapital.co.uk)